

A method and system for business planning via a communications network includes automated electronic communication procedures for managing the exchange of goods, services, or materials among different business entities. Requirement-indicating data is obtained from a first entity with respect to a transactional subject. The transactional subject may refer to the provision of a material, a good, a service, or any combination of the foregoing items. The obtained requirement-indicating data is automatically transmitted from the first business entity to a second business entity over a communications network. The transmitted requirement-indicating data is automatically fed into an electronic processor associated with the second business entity. A business decision of the second business entity is generated based on the requirement-indicating data. Accordingly, the method and system facilitates the exchange of accurate and timely business information between the first entity and the second entity by reducing or eliminating manual clerical tasks.

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